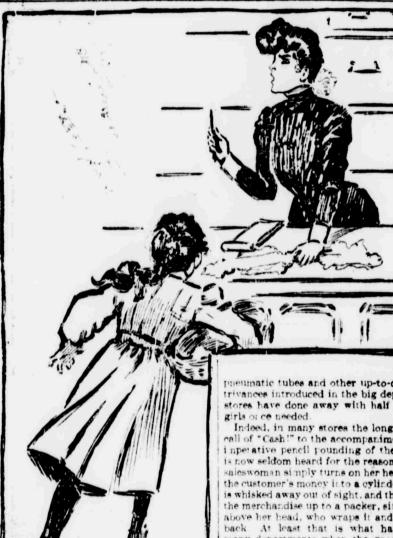
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She Is Well Looked After in the Big Stores Now.

ously displayed just now in some of the , that matter she has been scarce for more

Cash g'rls want si," is a sign conspicts season by the fact that she is scarce. For than a year, notwithstanding the fact that



considerable importance-and she knows it.

eumatic tubes and other up-to-date con rivances introduced in the big department stores have done away with half the cash

Indeed, in many stores the long familiar call of "Cash!" to the accompaniment of an i nperative pencil pounding of the counter is now seldom heard for the reason that the saleswoman simply turns on her heel, crams the customer's money into a cylinder, which is whisked away out of sight, and then hands the merchandise up to a packer, sitting just above her head, who wraps it and hands it back. At least that is what happens in many departments when the goods are to be carried home by the buyer. When purchases are to be sent home, as a rule they are first carried to another part of the store to be packed, and just here the services of a ash girl come i to play

Some department stores employ only about fifty cash girls, others have more holidays the cash girl will be a personage of | than one hundred on the pay roll and others again nearly two hundred; and there is not an establishment of them all that does

not at times have difficulty in getting and keeping as many as it wants.
"I assure you," said a manager, "that if there is one person more than another

in this house who must receive the most obsequious consideration it is the cash girl. Other managers will say the same

"Why, most of us lie awake nights hatch-

employers, many of the children of foreign parents are the most ambitious and trustworthy. And a very little ambition of the right sort, it seems, is bound to carry any cash girl in a comparatively short time to

a fairly well-paying place.

There are plenty of buyers and forewomen in all the shope who began their business careers as cash girls. Promotion

uniform is given to ber-that is a long, full apron made with long sleeves and belted at the waist, which completely covers her own clothes and practically answers the purpose of a dress. As fast as one

apron wears out she gets another. In several of the big stores when lunch hour comes and other employees are raining down cents and nickels to pay for milk.



ing schemes whereby to woo and win not

AT THE LOCKER

customers, but cash girls." All the same, there is all told a goodsized army of cash girls distributed among the department stores of this city, and a precocious lot of youngsters they aresome with ambitions reaching to the altitude of filling one day the post of forewoman or even buyer, others with no am-

"What do you mean to do when you grow pigger?" was asked of a womanly looking ittle creature who seemed to be 10 and said she was.

"A packer," she answered with conviction and evident surprise at the question. I expect to be promoted to packer next season and get \$1 more a week

All nationalities are represented in the ranks of the cash girls, with Irish and Germans in the lead, and according to their

is sure to come to any one who wants to get on. In filling vacancies which may occur higher up the ladder, say the proprietors, preference is always given to subordinates

At the start a cash girl gets \$2 a week later \$2.50 and when promoted to packer
-the next step-\$3. Or from cash girl she sometimes becomes messenger girl.or if she has any particular aptitude for figures she may be assigned to office work. | an hour every day without losing her and she has a chance, too, to become assistant stock keeper, then stock girl, afterward saleswoman. Then she is in line for promotion to a place of greater trust

A cash girl's hours are the same as those of any other employee, but unlike other employees she has certain perquisites which doubtless are the outcome of the sleepless nights referred to by the manager quoted. In most stores, for example, her

tes or coffee, she gets all she can drink of any of these beverages for nothing. In one of these stores where, by the way, she is called a "junior female," the growing importance of the cash girl is emphasized by the fact that a separate locker to which she alone has the key, in which are kept her street clothes, is set aside for every girl But this is not all. Miss Cash Girl, if she so pleases, may go to school for pay or leaving the building. For example, in several of the stores, there is a school room properly fitted up and presided over by a competent teacher, and it is noticeable that the stores lacking this new feature are falling into line to supply it.

HEIGHT OF A CASH GIRL'S AMBITION

The cash girls attend this school in relays, each getting a chance to grapple with the "Three R's" for sixty minutes a day. The instruction imparted has spe-

cial reference to the business career of the or more cash girls every day, "the cash gir pupils and includes practical demonstrations of making change, making out bills. &c. There are also lessons in department store etiquette and deportment.

"It is very gratifying," said a teacher "to see how very quickly the roughest little girl will learn to speak politely when the subject is brought to her attention."

In these same stores, too, there is a small hospital ward, furnished with two or three cots for the exclusive accommodation of cash girls, and any one of them wno is taken ill is promptly and effectively treated without going home.

In one of the big department stores the cash girls, encouraged by their superiors,

is a happy little creature and doesn't dielike her work. This is proved by the fact that seldom or never does she make an excuse to stay home or to go home before the end of the day. This, of course, does not mean that she at any time prefers work to play, but simply that life to children of the poor, after they are 14, means nearly always work, and that they find work in a department store quite as easy and pleasant as, and perhaps more to their taste than, the

ork they would have to do at home. "The present dearth of cash girls is due, I think, to the stringent law of the Board of Health, which prohibits any one from employing a child under 14, and declared



that every child applying for a place anywhere must produce a health certificate issued by the board.

*Little girls come to us every day minus a

each attends to her duties with conscientious painstaking.

"For the most part," said a woman who comes in close contact with two hundred contact with two hundred got, they seldom come back."

branch of the publishing business doesn't amount to a great deal. In the home department of the society in the severty-seven years of the society's

existence 448 .351.192 copies of tracts," said an officer of the American Tract Society. The demand for tracts is by no means decreasing, either. In fact, we are kent

busy printing and distributing them. Last ear we printed 1,343,400 copies, containing all more than 6,000,000 pages. In round numbers we have published

about 6,000 different tracts at our home office and in other lands we have aided in the publication of some 4,000 more. In all 155 different languages and dialects have been employed in giving the meaning of the tracts to the peoples of the earth.

The greatest demand, outside of tracts published in the English language, is for tracts in German, French, Italian, Spanish, Welsh, Dutch, Swedish, Bohemian, Hun-garian, Finnish, Polish, German Hebrew, Armenian, Lithuanian and Chinese."

Armenian, Lithuanian, and Chinese."

"Where does the demand for all these tracts come from?" he was asked.

"From all sorts of sources," was the answer. "There are many individual religious workers who get them to distribute among those who want to reform or to stay reformed. The evangelist preachers distribute thousands every year.

"Our own colporteurs find a demand for other thousands. Have you ever seen our mission are at the immigrant station. our missionary at the immigrant station our missionary at the immigrant station at Ellis Island? Well, he distributes to our new friends hundreds of tracts, of which he has an assortment printed in a

*Core of foreign tongues.
*You see there are tracts designed for many purposes—for boys and giris, for the temperance cause, for purely evangelistic work, for devotional work, for working girls, for soldiers, for sailors, for special occasions, such as baster or Christmas. It is easy then to understand that the demand comes from a variety of everyone.

mand comes from a variety of sources.

"Here are some applications which have come to us for tracts, to be distributed free: From the leader of a district conference, from a church for colored folks down south, from a woman who says the poor in Virginia need them, from a man who is working among some striking laborers, from the managers of a hospital, from a man who is working among the Mormons, from a man who wants to educate some detained Chinese on the Canadian border.

"To show you a polyglot request is easy. Here is one from a man at Carbonado, Wash, who wants tracts in Welsh, German,

Italian and Finnish.

"Here is another from a schoolteacher,
a woman, who is out West among the cattlemen. She writes that they are often ignorant of even the coming of Sunday. Such is their life. Here is another from a prison chaplain, who says our tracts often talk to a prisoner when the minister's words meet

a deaf ear."

The most popular of the tracts printed are "The Dairyman's Daughter," by the Jiev. Legh Richmond: "The Shepherd of Salisbury Plain," which was written by Hannah More, and the Eev. Dr. Newman itall's "Come to Jesus."

Legh Richmond's famous tract was written after the death of Elizabeth Wall-bridge on the Isle of Wight in 1801. She was a young woman who as a girl had been fond of dress and finery and becare ashamed of her passion for dress when she heard a serinon in which the preacher described "the garment of salvation with which a Christian is clothed."

In her last illness she was, to quote the author's words, "made rich by faith." The Rev. Legh Richmond drew his lesson from the conversations he had with the young woman.

oman.

The tombstone of Elizabeth Wallbridge's the motto, "She grave still stands, bearing the motto, "She being dead, yet speaketh." The chair in which she sat while she talked to Legh Richmond was preserved and is now in the

FREE TRACTS BY THE MILLION.

THE DEMAND FOR THEM COMES FROM MANY SOURCES.

THE DEMAND FOR THEM COMES FROM MANY SOURCES.

The School of Languages Missionary Fields in This Country—Mannah More's Tracts Still Among the Most Popular.

People may not hear so much about tracts as about some other books, but it does not follow by any means that this branch of the publishing business doesn't

ALCOHOL MOTORS. Germany Reported to Be Making Great

Progress With Them of Late. that Germany has made a remarkable creasing. advance in the past eighteen months in perfecting and utilizing the alcehol motor. peror has taken in the application of alco-

ol to industrial purposes. He says the Germans are asserting great advantages for the alcohol motor over the ordinary steam engine. The new motors, for example, may be filled, oiled and started in from two to three minutes; there is no need constantly to supply them with coal there is no smoke or smell, the weight of the motor is only about half that of a steam engine of equal power and alcohol is easily

obtainable in all districts. A large part of the alcohol is made from potatoes, of which the empire produces more than any other country in Europe. Molasses, the residue left from beet sugar manufacture, is also largely used as the

raw material of alcohol. Thus far it has been found that, at its present price, the alcohol motor competes successfully with all forms of motive energy of less than twenty horse power. It is thus specially adapted for threshing grain, pumping and other kinds of farm

alcohol fuel produced in farming regions. remote from coal fields, is already being consumed in the districts where it is distilled. It is running pumps, saws for cutting lumber, and flour mills, in addition

to its service on the farms. The world is talking from time to time of the day when coal resources will be exhausted. It is ceasing to wonder, however, about the substitutes that will re-place coal. It is already evident that al-cohol is to be one of the best and most practicable sources of motive power; and the supply of alcohol can never, like coal,

become exhausted.

It will be distilled in abundance as long as fields are fertile. As long as the vege-tation used to produce alcohol grows there will be no danger of a failure of the supply.

SOFT COAL BENEFITS. Others Than Laundrymen Helped by the Falling Soot.

"I read in THE SUN the other day," said a city dweller, "that the laundries had profited largely by the use of soft coal here: that they had found it necessary to increase their help 50 per cent. to keep up with the added amount of work that came

to them. "There must be many other callings that have been benefited by the same cause. I should think it might almost bring about

I should think it might almost bring about a revival of the all but lost art of chimney sweeping. There must be lots of the small modern-day chimneys, built as flues for anthracite coal burners, that will be found more or less choked up with the soot from the soft coal.

"Glove cleaners must have reaped a harvest, for a pair of white gloves could scarcely be worn more than half a day, and glove sellers have found their account helped in the same cause.

"There are many things, indeed, that will need to be sooner renewed because of the marring of them by soot, which has entered everywhere: and this will help trade to that extent. But everybody will be glad, for all that, when we get back to New York's bright skies and clear atmosphere."

said a man acquainted with the snuff trade. repeating a question put to him. "Why, the

snuff production of this country, substantially all consumed here, will amount in the current year to about 19,000,000 pounds. it was 9,221,000 pounds in 1890. So you will see that the production has more than Our Consul-General at Coburg reports | doubled in twelve years, and it is still in-"Notwithstanding the large consumption of snuff in this country the Americans

He attributes this progress largely to the intense personal interest which the Em- there are regions in which the people do use snuff extensively, as in the South. But the greater part of this large enuff production is consumed by people of foreign

The spull trade in this country might seem curicusly distributed if you did not know the facts. Thus Worcester, Mass. takes about 100,000 pounds of snuff a year, or say a ton a week. This demand is due to the presence there of a large number of Swedes and Norwegians employed in Worcester from and steel mills.

orcester iron and steel mills.
"Minneapolis and St. Paul together take about 200,000 pounds of snuff annually, and Minnesota is a big consumer, the con-

and Minnesota is a big consumer, the consumption being due to the presence in the State of a large number of Scandinavians.

Here in New York the consumption of snuff is about half a million pounds yearly.

Formerly considerable quantities of snuff were imported, now all but a minute fraction of the snuff used in this country is made here. American snuffs are without exception the best made anywhere.

There is indeed one American snuff that is quite unrivalled, this being a superb snuff made in Louisiana from Perique tobacco. Perique tobacco, as you know, is grown nowhere in the world excepting in two counties of Louisiana. The snuff produced from it has been made in the same old mill for a hundred years. It has a wonderful and delightful natural bouques. from it has been made in the same old mill for a hundred years. It has a wonderful and delightful natural bouquet.

"This most delectable snuff is known to conneisseurs the world over. It has for many years been supplied to the Vatican, as it has also been for many years to the Sultan of Turkey.

"Among suuff takers in general in this country there would still be found some fine old gentlemen who take snuff, as for that matter there would be found some old ladies: but there are not so many of these

ladies: but there are not so many of these as there were, and the younger generation doesn't take snuff. Use of snuff has been doesn't take shun. Use of shun has been checked and its place supplied by cigars and cigarettees. Shun taking, however, is the most economical way of taking to-bacco, as it is in various ways the most contained any and a

bacco, as it is in various ways the most satisfactory and agreeable.

"There have lately been presented on the stage two or three plays in which characters carry snuff boxes, indicating apparently a revival of, or the springing upof the snuff-taking habit in society, and a year or two ago there was talk of this. Lately I have read that King Edward of Great Britain has taken up snuff taking.

"Notwithstanding these various circumstances, I cannot see in the snuff trade any particular indication yet that society has gone to snuff taking. And anyway, the trade of society, if it should take it up could amount comparatively to but little. could amount comparatively to but little.
"Not all snuff takers inhale it. In fact
there is more snuff chewed than snuffed.

"Referring again to individual snuft takers, there are philosophers and scholars who clear their brains and tranquillize their minds by taking snuff. It has some medi-cinal uses. The Catholic clergy commonly, or many of them, take snuff; it is with them I believe, an ancient custom. "I have heard Scotch and the Irish counted

"I have heard Scotch and the Irish counted with Continental nations as snuff-taking people: but my observation is that the Scotch and Irish are not great snuff takers. Old Irish people may be snuff takers, but the younger generation are not.

"It used to be the custom—as I dare say it still is—to provide at wakes, with the tobacco and other refreshments, a dish of snuff, which reminds me that it is the custom in some German beer saloons on the East Side to put a dish of snuff on the counter, as they might any item of free lunch, this snuff being free to anybody who desires to partake of it.

"In old times snuff, universally sold by

LOTS OF SNUFF STILL USED.

19,000,000 POUNDS A YEAR CONSUMED HERE.

The Vatican and the Sultan of Turkey Supplied With American Snuff—Odd Distribution of the Trade Here—
As to Society's Taking to Snuff.

"Does anybody take snuff nowadays?" said a man acquainted with the snuff trade.

the ounce, was kept in a jar and common by ladled out with a spoon, and weighed out when called for. A tobacconist with a busy trade might keep a number of packages done up ahead to be ready, but weighing it is out to the customer was the common method of selling it.

Within ten years or thereabouts it has come to be the custom of the manufacturers to put up the various kinds of snuffs used in convenient, merchantable shapes. Snuff is still put up, to be sure, in stone and in glass jars, but it is also put up for the retail trade in packages and in glass bottles of one pound.

one pound.

"Snuff boxes are made in various sizes and in pretty nearly endless variety. The costly and beautiful snuff boxes of silver and of gold, boxes such as would be most likely to be a size. likely to be sold for gifts, are made in this country. The great majority of the boxes commonly used come, the horn boxes, from France; and those of pap'er maché, the familiar black, lacquered, and it may be inlaid, boxes, from Germany."

I tache and goatee, whose clothes were shiny from constant wear, whose rusty silk hat had numerous cracks in the crown. His hair was long and shaggy, but he wore inlaid, boxes, from Germany.

CROWS THAT CROW.

A Flock of Them Down in Jersey Say

Cawcadoodledoo. PRINCETON, N. J., Dec. 3.-James Laf ferty and Samual Byles went rabbit hunting last Wednesday in McFarland's swamp. up near Rocky Hill. They didn't bag any game and it was getting toward dusk when they came out of the swamp on the north and started to walk along the edge.

The crows were flying in from the fields for the night, but Lafferty and Byles didn't notice them particularly until they got to a knoll near the road, which is thick with underbrush and half dead trees. Then their attention was drawn to four birds perched high up on the limbs of a weatherbeaten sycamore. The crows, the Rocky Hill hunters assert, were actually crowing, almost exactly like barnyard cocks. Their notes did not possess as much volume as those of a full-grown cock, but were a good deal better sample of crowing than many young roosters give when they are

learning to use their pipes.
On paper the crows which Lafferty and Byles heard crowd something like this: Ciw-ouk-a-doodie-do. "Caw-onk-a-doodle-do."
It has been noticed that the crows in the swamp stay in two flocks, one living in the bast end of the woods and the other in the west, and it is thought that the crowing

the west, and it is thought that the crowing crows are getting together.

Now that the story has got around many incidents also are being recalled which are thought to have a bearing on the phenomenon. George Fennimore Washington, Joe McFarland's colored hired man, tells of an incident he saw last summer. He was scattering corn over a twanty-acre let of an incident he saw last summer. He was scattering corn over a twenty-acre lot near the woods, so that the crows, instead of pulling up the young plants and eating the soft kernels at the roots, would take the corn on the surface. As he was engaged in the work he saw a cock chasing a crow across the field. The crow, he said, would fly a little way and the cock, which was a hower harborn would rish after it with brown leghorn, would rush after it with wings spread out, neck extended and feathers ruffled. The crow would wait

feathers ruffled. The crow would wait until the cock got close and then would take to its wings again. Each time, as it sailed off, the rooster would stop and crow, and each time also the crow would answer in the cock's own language.

It is, according to a professor in the school of science here, not at all impossible for crows to crow.

"In my opinion," said the professor, "the song of a bird is not entirely the result of inherited characteristics. It is partly the result of imitation. A bird inherits its call note and a strong tendercy to sing. its call note and a strong tender cy to sing, but it builds up its song by imitation. In the case of the crow the call 1 ote is its reguthe case of the crow the call tote is its regular caw. To acquire, in addition to this, the cry of the cock it would probably have to have an environment especially adapted to the cultivation of the sounds embodied in the cry. The Rocky Hill crows, if they are crowing, undoubtedly learned the cry originally in confinement. Whether their offspring under natural conditions also would acquire the cock cry by imitation is a question that is hard to answer. The professor cited several instances

The professor cited several instances that had come under his observation, where birds had learned their songs and calls by imitation, one instance being that of two orioles from the same brood that sang entirely different tunes; another of a sang entirely different tunes; another of a bluejay that sang like a cardinal; another of a duck that imitated the call of the tur-key, and a fourth of a blackbird that crowed like a bantam cock. The blackbird was hatched under a hen and when young was

WORKING THE LUNCH COUNTER

A TOUR OF THE BIG HOTELS THAT SATISFIES THE APPETITE.

costs Nothing to the Hungry Thespian Who Knows the Ropes-Free Ham, Fish Cakes, Turkey Hash, Boast Beef. Lobster Salad and Cheese-But Beware of Tom O'Rourke's Delavan.

They were sitting on a bench in Madison They were sitting on a bench in Madison Square one day last week. The weather was cold, but still they sat, talking earnestly.

One was a tall, thin man, with black mustache and goatee, whose clothes were shiny tache and goatee, whose clothes were shiny tached as a special content of the sparing of it, my friend, said Charles. "Don't be sparing of it. There is plenty of beef for everybody. I am a great lover of beef. It makes the blood circulate in your veins, my man! Does it

a clean collar and a bright red necktie. His companion was shorter and coarses His face was red and a stubbly growth o whiskers made the need of razor apparent to the casual glance. His clothes were shabby, but the trousers were neatly creased and the shoes had been well polished

before coming into public view.

It was nearly 4 o'clock as the two men sat there and talked. Within 100 yards of them was busy Broadway with the afternoon parade in full swing, gilded youth with canes swinging and cigars sending up fragrant fumes, and women, togged out in their latest finery. Through the throng the two men presently walked with hurried the two men presently walked with hurried step and glances unabashed. As they stepped up on the sidewalk in front of the Fifth Avenue Hotel several persons stopped for a moment to glance at them.

"I guess the ham is on by this time, Henry!" said the tall, dark man, glancing down through the corridor of the hotel.

"I guess it is, Charles!" replied the short man, smacking his lips. "We might as well go in!"

well go in! They went through the revolving coor in a july. The corridor was crowded with in a jiny. The corridor was crowded with business men, politicians, turfmen, states-men and loungers. Through the assem-blage the two marched into the café. In another minute they had forged to the front of the little gathering about the lunch counter, where a juicy sugared ham, a huge cheese, a bowl of clives, a platter of Saratoga chips and other delicacies had just appeared.

Saratoga chips and other delicacies had just appeared.

"Henry." whispered the tall man, nervously, "cut me a slice of ham!"

Henry seized the carving knife and slashed off a piece of ham the size of which made the bystanders gasp. He picked up the piece on the tip of the knife and held it out to his long triend who, holding it up like a piece of asparagus, drepped it slowly into his cavernous mouth. Next, Henry cut off another chunk of ham for himself, put it between two crackers and stuffed it quickly between his teeth. Then cheese and some chips and walked majes tically out through the corridor into Fifth

"On to the Hoffman House!" exclaimed the short man. "Charles, it is your turn to They stalked into the Hoffman House with wide-open mouths. The barroom was crowded. The lunch counter was so situated that it required much crowding o reach it.

"Only sandwiches to-day! Bah!" ejaculated the short man. "But step in, Charles, just the same!" just the same!"

Charles picked up four sandwiches and gave two to his companion. Then the Dutch cheese was attacked vigorously and so were the clives. Suddenly the tall man stopped chewing.
"Henry," said he, "we have neglected to call at the Albermarle! And this is the day they have lobser salad!"
They were in the Albermarle, within a

They were in the Albermarle within minute. The lunch counter was surrounded minute. Includence counter was surrounded but the two were not at all embarrassed. Henry, picking up two plates, filled them with salad. He took up two forks and, holding out a plate to his partner, whis-

holding out a plate to his partner, whispered.

"Charles, this is the real thing!"

They ate the salad leisurely and walked out unobserved. A few steps up Broadway landed them at the Victoria. The cafe was crowded. Charles led the way to the lunch counter and raising the lid of the big chafing dish, exclaimed:

"Fish cakes! Gosh, and they are big and fat!"

They forked out the fish cakes, fixed them up with pepper and mustard and devoured.

he remark:
"Will you have some more, gentlemen?"
"Yes, a few more!" was the joint reply

up with pepper and mustard and devoured them with such evident relish that the waiter in attendance shocked them with

and two more plates were emptied. The

One little girl is president, another treas-

urer, a third secretary and it seems that

and two more plates were emptied. The waiter turned his back a moment and the two men were out in the street in less time than it takes to tell it.

"The Glisey next!" remarked the tall man, seriously, for his appetite seemed to be increasing. "The Glisey is all right."

They floated into the Glisey House, arm in arm. A platter of hot roast beef and a white aproned waiter met their eyes. They stepped up to the bar and waited in the stepped up to the bar and waited in the crowd as if to be served with drinks. Then stepping back and wiping their mouths. they stalked up to the roast beef. The waiter sliced off two pieces and poured some gravy over each.

not?"
"Begob, an' it does that!" replied the

waiter and he cut off another sliver for each plate. The pair put several buttered crackers on their plates and sat down at a table, where they gobbled up the beef like hungry wolves.

"It's too rare!" growled Henry as he re-

turned his plate to the waiter. This house does not set the lunch it used to! They were stalking up Broadway the next moment.
'Unbelt for the Imperial! That is the real graft!' It was the short man who spoke.

graft!" It was the short man who spoke. His eyes were glistening and his teeth were grinding as they hurried into the Imperial. The barroom was jammed. The pair walked boldly up to the lunch counter. "What have you got to-day?" they both asked at once. "What have you got to-day?" they both asked at once.
"Turkey hash with peached eggs, corn beef and bears hot, cold chicken, bobster salad, chicken salad and hot saysages!"
was the waiter's quick reply. The two

men were nonplissed. They scratched their heads a moment and then said:
"Give us some turkey hash!"
"Won't you sit down at this table?" asked another waiter, as he pulled out two va-

another waiter, as he pulled out two va-cant chairs.
"Why, certainly!" was the ready response, and the two men sank into the comfortable seats as if they were millionaires. The turkey hash was disposed of in record-breaking time. "Some corned beef and beans, hot!" was

"Some corned beef and beans, hot!" was the next order, and it was instantly filled.

"Won't you have something to drink, gentlemen?" the waiter asked, politely.

"Not just now!" answered the tall man.

"We are waiting for tount Pogowski, who has just gone upstairs. He is a wine merchant and a great spender. Give us some lobster salad!"

"Certainly, sir!" and the waiter fairly flew back with the order.

"We better get a move on!" said the short man. "There's Detcouve George Armstrong talking to a couple of fly guys. We'll get pinched!"

"Lead on!" was the tall man's response.

We'll get pinched!"

"Lead on!" was the tall man's response.
"Lead on!"

They walked briskly up Broadway, calling in at the Marlborough and the Normanule, where there was nore free lunch. Finally, they caught sight of the Delavan, run by Thomas F. O'hourke, well known in the boxing game. They walked in, looked around for a moment without seeing any lunch counter and then said to ing any lunch counter and then said to the bartender with the hair plastered down

with wax:

"Have you no luncheon?"

"Why don't yer buy?" was the counter question from behind the bar. In another moment the two visitors saw stars. Somebody whacked the tall man on the head with a case and the status was with a cane and the stout man received a kick in the approved quarter. "You're a couple of grafters!" roared O'Rourke. "Git out!" O'Rourke.

They pulled themselves together outside and the tall man looked at his friend and "I guess the dinner hour has passed. Had we not better retire?"

"Charles, I guess you are right! No more work until to-morrow. Let us go home and finish the last act of our melo-

"Done, Henry!" And they walked down a side street to a hall bedroom, the inner man satisfied if the outer man was a trifle disfigured because of the keen discer ment of the knowing Thomas F. O'Rourke

MONEY FOR HER IN REINDEER Thrifty Esquimau Woman Whose Ranch Is Northward of Nome. From the San Francisco Call.

Mary Makridoff, the Reindeer Queen of Alaska, is queening it all by herself now, for Sinrock Charlie Augensook is dead. Sinrock Charlie was her husband. He died, tate, which means many miles of white tundra and the greatest herd of reindeer ever owned

by an Exquinau. Mary represents to her people, not only the highest degree of rank and honor, but of wealth, culture and fashion

and honor, but of wealth, culture and fashion as well. Her power over them is one with their time honored superstitions.

The deer cost almost nothing. The land is as good as hers. The food upon which these animals live is the white moss which overs the tundra and grows of its own free will in great plenty. In moss is sufficient to keep them in good condition the yearound. They need no other tood. It will sustain buman life, by the way, and might have saved many a traveller if he had known it. The deer are estimated at a value of about \$200 spiece. This means a fortune of \$50,000, which is immense wealth to an Irdian. The income is larger to Mary than it would be to most people, for a le is a business woman born and made, and she gets every cent out of those deer that there is to get. She gets it in different ways, by a system of eccanomic industry that is as up to date as a great American packing house or coaton factory. Not one product is lost in working for others.

Some of the deer othing in an income for use in transfortation. The troops life them for this purpose. One is furnished by the strewd lady for something like \$100 a month. The creatures are well worth the money she gets for their life, however, for they can travel fen miles an hour over the frozen snew, drawing as much as 200 nounds of freight, to say noting of the sledge. They sometimes cover 150 miles in a day. The deer are at certain times killed and sold for food. This is when they could not bring in a better income by haviling. Mary watches and she never slips up on her transactions. Reindeer porternouse steak is a Nome delinery, and it brings a fancy price in the market.

But the deer dead is worth far more than his price as steaks. His skin is precious as cloth of gold, and when Mary and her women have wrought i into parkas and mucklucks it brings in a goodly sum. Pay after day taey sit and cut and sew, making the garments, which are later on sent down the trirty-mile road that leads south to Nome. On the coldest days they work indoors wan as well. Her power over them is one with their time honored superstitions.

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